I Lange



KEEP FIRM HEALTHY . . . Dressed in the traditional white coats of doctor these administrators of Pacific Telephone Co., emphasize their role in keepin the firm healthy, Checking the heartheat of the company's service area are (from left) James E. Kenney, vice president and general manager; Eddie Briggs, get eral personnel manager; Russ Scharman, assistant vice president-personnel Harry Depert, secretary of the employes' benefit committee; and Dr. E. J. Zaither and doctor—who is area medical director.

ur needs."
This is where Pacific's mangement development protrams come in, "All our perpersonnel TACT Group grams come in "All our personnel activities — personnel assessment review, tuition sid, in – plant training programs, speakers clubs, junior achievement work, community service projects — are simed at making the most of each individual's potential."

Truth About Civil Truth About C

speakers clubs, junior achievement work, community service projects—are aimed at making the most of each individual's potential."

But BESIDES good working conditions and plenty of opportunity for advancement, a company must offer other benefits.

It's Harry Depert's job to serve the central Los Angeles area's 19,000 employes. Depert is secretary of the employe's benefit committee and his 33-member division oversees pension plans, insurance and disability programs, and disability programs, and the state of the employe's benefit committee and his 33-member division oversees pension plans, insurance and disability programs.

At Pacific Telephone these

Taxable Sales Up In State

Taxable retail sales of n \$70 million were report Torrance for the securater of 1967, according to State Board of Equa

tion.
Statewide totals for the quarter were \$8.6 billion, a gain of 3.3 per cent from the same period in 1966.
Total sales for the county totaled \$3,359,296,000, for an increase of .7 per cent over the 1966 figures.
General merchandise stores in Torrance recorded the

General merchandise stores n Torrance recorded the greatest volume of sales, the report indicated. Total sales were \$21.5 million. Auto deal-ers accounted for \$9.8 million, second largest volume by

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